

MichaelPage

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International Sales Manager

Events and Travel Sales Manager

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1542062

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2025年05月21日 13:34

応募必要条件

キャリアレベル

新卒・未経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

The International Sales Manager is a key role in expanding our business within the Media & Agency industry. The successful candidate will be responsible for fostering relationships, increasing sales and enhancing our market presence.

Client Details

Our client is a large organization within the exhibitions industry, with a presence in Tokyo. Known for its innovative and forward-thinking approach, the company has a prestigious reputation in the market and is committed to driving growth and success.

Description

- Develop and implement effective sales strategies.
- Negotiate and close agreements with large customers.
- Monitor and analyze performance metrics.
- Meet and exceed sales targets.
- Understand customer needs and develop plans to address them.
- Identify opportunities to achieve growth and set detailed business plans.
- Foster and maintain relationships with clients.

- Travel to meet clients and promote business.

Job Offer

- High potential for professional growth.
- Opportunity to build strong relationships and secure repeat business.
- The chance to travel and meet clients from various industries.
- Great connections with high-profile clients.

We invite all qualified individuals who are ready to take their career to the next level to apply for this unique opportunity to work in Tokyo.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Hanako Hashiba on +81368328914.

スキル・資格

A successful 'International Sales Manager' should have:

- A degree in Business, Marketing, or a related field.
- Proficiency in English and Japanese.
- Exceptional negotiation skills.
- An understanding of CRM systems and practices.
- The ability to travel for business purposes.

会社説明

Informa Markets Japan, a branch of Informa Markets, specializes in selling trade show and exhibition spaces to companies, helping clients promote their products or content. The company operates across various sectors, including business, finance, healthcare, and technology.